

US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Ceridian Canada

PARTNER/VAD NAME: N/A

SECTION I - Approval Requests:

HQAPP Requests:

1. Option 1: Discount on L&S at 70% (for 1000 eBusiness Suite 2003 Professional Users).
2. Option 2: Discount on L&S at 55% (for 500 eBusiness Suite 2003 Professional Users).
3. Price Protection to May 30, 2004 on the products as included in the initial transaction, plus the following additional products: Sales Online, Quoting & Incentive Compensation, at the corresponding discount % per the option taken (ie. either 70% or 55%),

TIER 1 Requests:

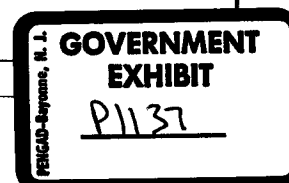
TIER 2/3 Requests:

Previously approved requests (include date of approval):

SECTION II – Deal Summary:

Deal Summary	
Programs	Ebusiness Suite 2003 Professional Users Internet Developer Suite, Enterprise Edition Database, iAS, RAC
License Discount	Option 1) 70% (ebiz + 45%) Option 2) 55% (cbiz + 30%)
Support Discount	Option 1) 70% (ebiz + 45%) Option 2) 55% (ebiz + 30%)
Comp & Admin Discount	N/A
Phased Implementation for Comp & Admin?	N/A
Subset of Users	N/A
Support Options/Holds	N/A
Price Holds	Please see Request #3 above.
List License	Option 1) \$7,166,362 Option 2) \$4,002,862
List Support	Option 1) \$1,576,600 Option 2) \$ 880,630
List Comp & Admin	N/A
Net License	Option 1) \$2,149,909 Option 2) \$1,801,288
Net Support	Option 1) \$ 472,980 Option 2) \$ 396,283
Net Comp & Admin	N/A
Net Total Price	Option 1) \$2,622,888 Option 2) \$2,197,571
Price List Used	Oracle Canada Price List of 2-Jun-2003

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	none
Date of Price List for price hold	N/A
When does price hold expire?	N/A
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	N/A
Name of Agreement if applicable	N/A



SECTION III - Justification:

- Ceridian Canada is a small Payroll & HR services provider, located in Manitoba, with 1300 employees and \$113M in annual revenue. Ceridian Canada is a wholly-owned sub of Ceridian UK which in turn is a wholly-owned sub of Ceridian US.
- Ceridian issued an RFP in early 2003 for ordering/financial Apps to run their internal business.
- Oracle & SAP have been chosen as the final 2 vendors out of an original 10 vendors responding.
- Oracle & SAP have both completed the demo requirements, and Ceridian believes that both vendors can meet their requirements.
- Ceridian has now asked both for a formal price submission on configurations of : 1000 and 500 users.
- The discounts as requested above are what we require to win this business against very strong competition from SAP.
- We have tested the pricing re: our intelligence from within the account in terms of price expectations from SAP and the Ceridian budget - and these discounts are what is required.
- Note that SAP has been pricing very aggressively on recent transactions in our region.
- Note also that in our local market, SAP has the largest clients in the province, including; Manitoba Telephone, Manitoba Hydro, the Government of Manitoba and the Great-West Life Insurance Company.
- Ceridian's uniqueness is that it is a small enterprise at only \$113m in annual revenue, with extremely large volumes of transactions (up to 500,000/day). SAP has been leveraging its local references with the client and the client has a very good comfort level with SAP's abilities in this very large account base and specifically with SAP's ability to scale.
- As a small company, the cost/price is going to be a very important factor in their decision.
- A win here will mean certain Oracle growth in the account - Ceridian will require a new HRMS solution once this project concludes, and future additional technology (DB) requirements are also a certainty.
- Ceridian US and Ceridian UK use Oracle applications to run their internal corporate financials. Ceridian US has been evaluating an Order Management proposal with a similar footprint to that being proposed here.

Recommendation:

Submitted By: Brock Coutts, ASM, John Lawson RM,
Mike Arntz, AVP

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.